

## YOUR TRUSTED FABRICATION PARTNER

As an award-winning fabricator of branded environments and custom elements, DCL provides an unmatched level of service and expertise for managing, engineering, building and installing creative solutions. Having completed 18,000+ projects over 39+ years, we partner with some of the most renowned architects and designers to provide exceptional results with careful attention to detail, process, time and budget.

### YOUR DCL CONTACT

#### Mike Vickers

Project Executive  
mvickers@dclboston.com  
857.284.5418



16 January 2025\_v1

Ms. Heather Testa  
**Ten8 Group**  
1901 Mitchell Place  
St. Louis, MO 63139

Dear Heather:

We are pleased to provide this proposal for the **Holly Hills – Entry Markers\_v1** as outlined in the design intent documents sent by your office dated December 2024.

Pricing includes professional project management, field verification, shop drawings, finish samples, materials, fabrication, crating, shipping, travel, site supervision, and non-union installation during normal working hours. Includes excavation and foundations. Missouri use tax is included.

Detailed information about construction, performance specifications, and quality standards is included in the attached pricing matrix, please review carefully.

Two critical performance specifications are included. The first is the use of unbreakable, 1/4" thick UV-resistant polycarbonate plastic in all signs. Acrylic will eventually break; we do not offer a deduct for acrylic. The second is the super-satin clear coat on all painted surfaces. This coating extends the warranty to ten years, and greatly increases all performance aspects. A certificate of compliance for your specific project is provided by the paint material supplier. This specification can be eliminated resulting an approximate 4% price decrease. Other alternates are as described.

A preliminary schedule is attached, based upon a release date of January 27, showing full completion by May 27. This is a worst-case schedule, certain steps can be expedited or overlapped.

A simple Letter of Intent, or equal authorization, will allow DCL to start the project, with a contract or purchase order to follow in a reasonable time.

In order to begin work, a signed purchase order or contract accompanied by a deposit of fifty percent (50%) is required, with balance due upon completion.

We appreciate the opportunity to become involved in this great project, and are happy to meet at any time to review our proposal.

Sincerely,

Mike Vickers, Project Executive

CC: Cai Hurt, Lead Estimator



# Holly Hills - Entry Markers\_v1

## PRICING MATRIX

January 16, 2025

#	LOCATION	DESCRIPTION	QTY	UNIT COST	TOTAL
1	Morgan Ford / Holly Hills Blvd.	<b>Vertical Primary Entry - Rondels:</b> 10'-0" tall x 2'-4" wide x 6" deep ptd. aluminum sign frame. Rondels are printed, same / similar to banners. Open areas around logo.	1	\$ 8,400.	\$ 8,400.
2	Loughborough / Leona	<b>Vertical Primary Entry - Gemstones:</b> 10'-0" tall x 2'-4" wide x 6" deep ptd. aluminum sign frame. Printed polycarbonate, 3D logo, no open areas.	1	6,975.	6,975.
3	Grand / Bellerive	<b>Vertical Primary Entry - Lemons:</b> 10'-0" tall x 2'-4" wide x 6" deep ptd. aluminum sign frame. Printed polycarbonate, 3D logo, no open areas.	1	6,500.	6,500.
4	Grand / Holly Hills Blvd.	<b>Vertical Primary Entry - Architectural Glass:</b> 10'-0" tall x 2'-4" wide x 6" deep ptd. aluminum sign frame. Printed polycarbonate, 3D logo, no open areas. Circular area is faux bronze metal.	1	6,975.	6,975.
<b>SUBTOTAL 1</b>			<b>4</b>	<b>\$ 28,850.</b>	
Installation: non-union, normal working hours					11,200.
Foundations					7,560.
General Conditions: project coordination, site survey, shop drawings, graphics layouts, finish samples including full scale print samples, crating and shipping. Installation supervision.					16,250.
<b>SUBTOTAL 2</b>				<b>\$ 63,860.</b>	
Tax					N/A
<b>TOTAL PROJECT COST</b>				<b>\$ 63,860.</b>	

### General Notes

**Sign Structures:** 100% aluminum, no visible fasteners, all welds ground smooth to appear seamless. Below grade baseplates with stainless steel anchor bolts embedded in concrete foundation (allows easy replacement if damaged). Finish is MAP with super-satin clear-coat for increased durability and graffiti resistance.

**Translucent Graphic Panels:** 1/4" thick clear UV resistant clear polycarbonate (unbreakable, we do not recommend, nor will we product these in acrylic). Panels "float" in a retainer system to allow for expansion / contraction, and are replaceable using tamper-proof stainless hardware. Graphics are digitally printed on optically clear vinyl at colors and transparency levels per approved samples.

**#1,2 & 3 Logos:** double-layer 1/8" faux bronze circle with 1/2" aluminum (not PVC) letters and rings. Rings are welded to frame, letters are stud-bolted to backgrounds. Theft proof.

**#4 Logo:** same as #3 except background is two layers of 1/8" polycarbonate with frosted finish to reduce see-through. Letters are bolted in place.

**Design-engineering:** by DCL, includes engineering calculations.

### Add Alternates

<b>#1a:</b> Add for execution of sign per design intent: full metal rings, both sides, around rondels, still digitally printing polycarbonate	5,535.
<b>#1b:</b> Add for same as #1a, except use cast resin 3D rondels instead of flat	9,165.
<b>#2:</b> Add for raised metal both sides of stained glass panel, white areas left open	2,925.
<b>#3:</b> Add for raised metal both sides of stained glass panel	2,925.
<b>#4a:</b> Add for raised metal, both sides of stained glass panel	2,925.
<b>#4b:</b> Add for structural metal and inserted stain glass panels, similar to #1a; all white areas are left open, except at "Holly Hills" panel, which remains the same.	6,185.
<b>Ground Lighting:</b> solar powered ground lights, one on each side of signs, set on concrete pedestal. Note there are many types, varieties, beam spreads, color temps and sizes. The unit pictured below would work well and retails at \$600. Solar means eliminating high cost of bringing power to each location, including meters and operational costs.	600. (each)
Certified Engineering: stamped drawings / MO licensed engineer	2,800.
Permits	excluded





## Holly Hills - Entry Markers

Estimated Timeline

January 16, 2025

ID	Task Name	Duration	Start	Finish																					
1	Submittals	30 days	Mon 1/27/25	Fri 3/7/25																					
2	Shop Drawings & Engineering	25 days	Mon 1/27/25	Fri 2/28/25																					
3	Review for Approval	5 days	Mon 3/3/25	Fri 3/7/25																					
4	Submittals Approved	0 days	Fri 3/7/25	Fri 3/7/25																					
5	Fabrication	49 days	Mon 3/10/25	Thu 5/15/25																					
6	Material Procurement	5 days	Mon 3/10/25	Fri 3/14/25																					
7	Fabrication	40 days	Mon 3/17/25	Fri 5/9/25																					
8	Packaging	2 days	Mon 5/12/25	Tue 5/13/25																					
9	Delivery	2 days	Wed 5/14/25	Thu 5/15/25																					
10	Installation	8 days	Fri 5/16/25	Tue 5/27/25																					
11	Foundation Installation	3 days	Fri 5/16/25	Tue 5/20/25																					
12	Signage Installation	5 days	Wed 5/21/25	Tue 5/27/25																					
13	Project Complete	0 days	Tue 5/27/25	Tue 5/27/25																					



# MISSOURI EXPERIENCE

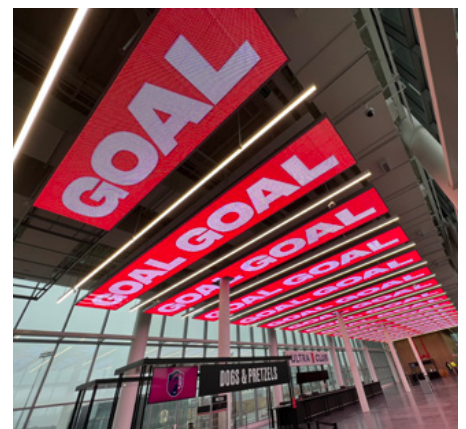
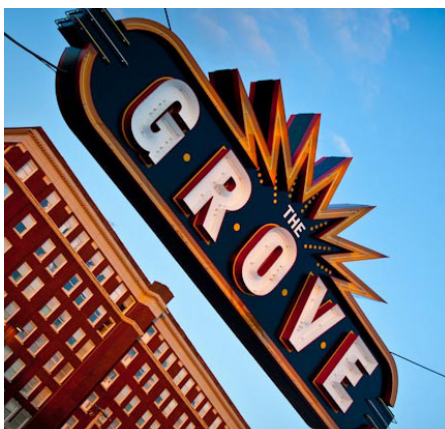
Representative Projects / Updated 05.24



Bluegreen Vacations RIDGEDALE  
City of Maplewood MAPLEWOOD  
CityPark Stadium ST. LOUIS  
Confluence Academies ST. LOUIS  
Cortex ST. LOUIS  
EMD Millipore ST. CHARLES

Enterprise ST. LOUIS  
Hudson Apartments ST. LOUIS  
Isle of Capri Casino BOONVILLE  
McKenzie UNIVERSITY CITY  
SoHo ST. LOUIS  
Spartech CLAYTON

The Grove ST. LOUIS  
T-Mobile Center KANSAS CITY  
Trans World Dome ST. LOUIS  
Zona Rosa KANSAS CITY







DESIGNCOMMUNICATIONSLTD.COM

# MILLIPORE SIGMA

Burlington, Massachusetts / Design: Ten 8 Group



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

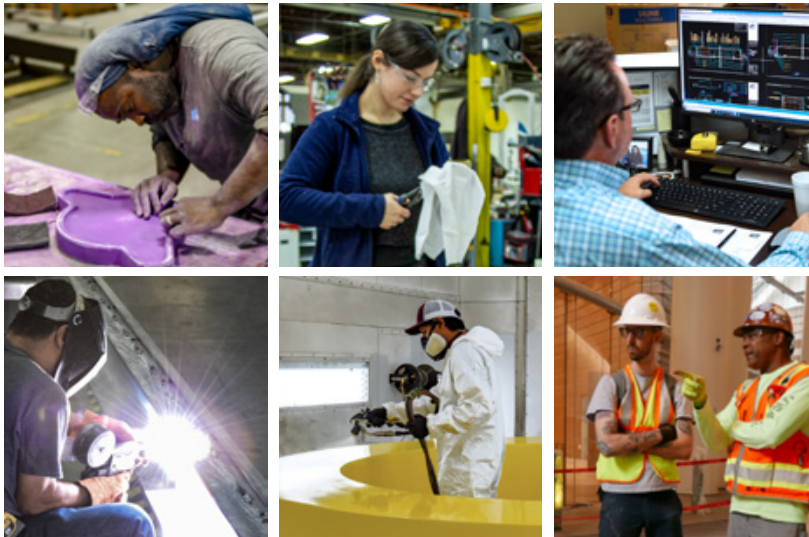
- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# WE ARE DCL

We like to think of ourselves as a group of artists brought together by a shared passion for building truly creative solutions. As a team of **project managers, fabricators, engineers, tech integrators** and **installers**, we're uniquely suited to build custom signage, branded environments, experiential elements and integrated technology projects when precision results and scheduling are paramount. By partnering with DCL, our clients know they can rely on us to deliver an exceptional project experience based on collaboration, established process efficiencies and proven results.

Our role is simple - we handle the details so our clients can focus on the vision.



## KEY PERSONNEL

<b>Mark Andreasson</b>	President
<b>Craig Kutner</b>	Chief Executive Officer
<b>Harvey Whiteway</b>	Executive Vice President
<b>Mike McCarthy</b>	Vice President

## LOCATIONS

<b>BOSTON MA HQ</b>	617.542.9620
<b>ORLANDO FL</b>	407.856.9661
<b>NEW YORK NY</b>	212.255.3226
<b>LOS ANGELES CA</b>	213.417.5756
<b>PORTLAND OR</b>	857.284.5476

- + CUSTOM SIGNAGE
- + WAYFINDING & SIGN SYSTEMS
- + INTEGRATED AV TECHNOLOGY
- + EXPERIENTIAL ELEMENTS & SPACES
- + ARCHITECTURAL SPECIALTIES
- + BRANDING & GRAPHICS

**39+** YEARS EXPERIENCE  
**18,000+** PROJECTS  
**220,000** SQ FT FACILITY SPACE  
**45+** COUNTRIES WORLDWIDE  
**300+** EMPLOYEES





# RESIDENTIAL EXPERIENCE

Representative Projects / Updated 06.2021



1350 Boylston, The Harlo BOSTON, MA  
 220 Central Park South NEW YORK, NY  
 345 Harrison BOSTON, MA  
 Arlington 360 ARLINGTON, MA  
 Ava Hollywood LOS ANGELES, CA  
 Baldwin Park ORLANDO, FL  
 Bay Colony WALTHAM, MA  
 Blatstein Apartment NEW YORK, NY  
 Brickell Rise & Reach MIAMI, FL  
 Bulfinch Crossing BOSTON, MA  
 Constitution Square WASHINGTON, DC

Estate At Yountville YOUNTVILLE, CA  
 Flamingo Crossings WINTER GARDEN, FL  
 Golden Oak LAKE BUENA VISTA, FL  
 Hamel Mill Lofts HAVERILL, MA  
 Hammock Dunes Beach Resort PALM COAST, FL  
 Kensington BOSTON, MA  
 Kips Bay Court NEW YORK, NY  
 Longfellow Place Towers BOSTON, MA  
 Lynnfield Commons LYNNFIELD, MA  
 Max Daytona DAYTONA BEACH, FL  
 Metromark Apartments JAMAICA PLAIN, MA

Minto-Westlake LOXAHATCHEE, FL  
 Modern Doral DORAL, FL  
 Pike & Rose NORTH BETHESDA, MD  
 Richmond Neighborhood RICHMOND, VA  
 The Merc WALTHAM, MA  
 The Victor BOSTON, MA  
 Villas at Reunion Square REUNION, FL  
 Walt Disney Golden Oak LAKE BUENA VISTA, FL  
 West End Apartments BOSTON, MA





# FLAMINGO CROSSINGS

Winter Garden, Florida / Design: Levin Silbert



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# FLAMINGO CROSSINGS

Winter Garden, Florida / Design: Levin Silbert



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

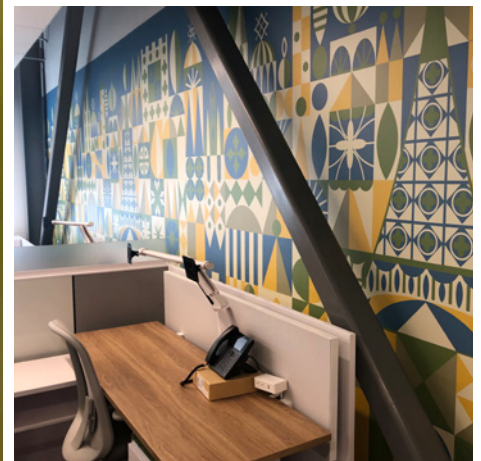
- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION





# FLAMINGO CROSSINGS

Winter Garden, Florida / Design: Levin Silbert



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

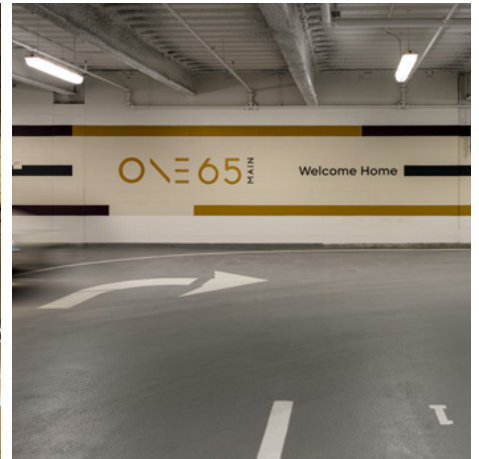
- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION





# 165 MAIN ST / THE RESIDENCES

Cambridge, Massachusetts / Design: Roll Barresi



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# BULFINCH CROSSING RESIDENTIAL

Boston, Massachusetts / Design: CBT Architects



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION





# 345 HARRISON

Boston, Massachusetts / Design: CBT Architects



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION





# THE WEST END APARTMENTS

Boston, Massachusetts / Design: Burke + Design



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION





# HARBOR PARK PAVILION

Boston, Massachusetts / Design: Utile



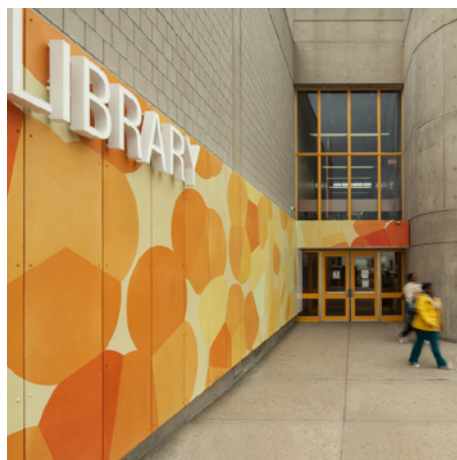
PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# BOSTON PUBLIC LIBRARY

Boston, Massachusetts / Design: Utile



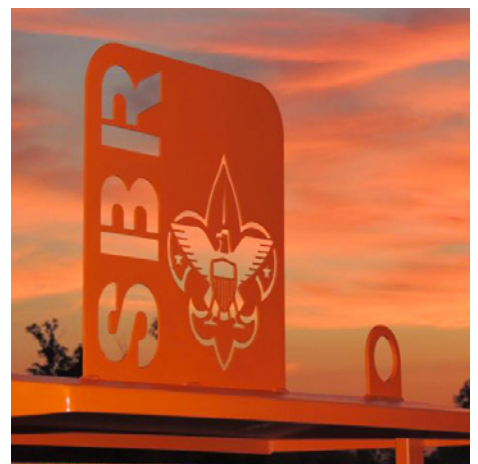
PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# SUMMIT BECHTEL RESERVE

Mt. Hope, West Virginia / Design: RSM



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION





# SUMMIT BECHTEL RESERVE

Mt. Hope, West Virginia / Design: RSM



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION





# SUMMIT BECHTEL RESERVE

Mt. Hope, West Virginia / Design: RSM



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# BROOKLYN WAYFINDING

Brooklyn, New York / Design: Two Twelve



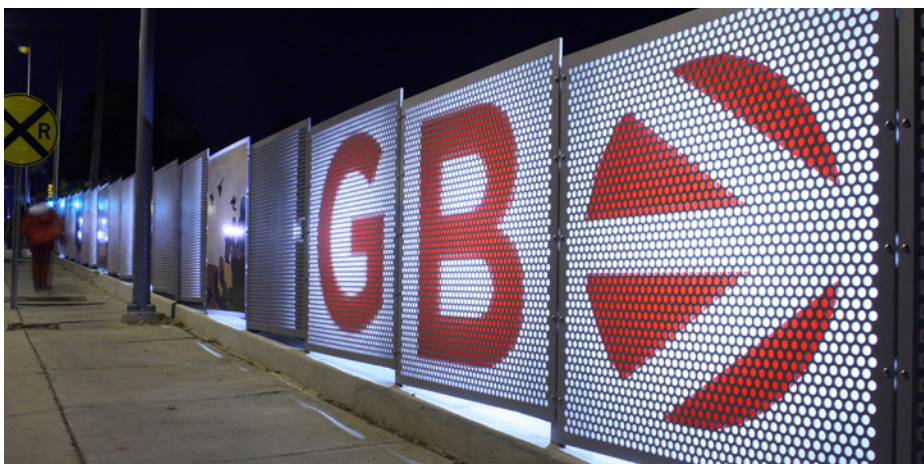
PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# GOLDEN BELT

Durham, North Carolina / Design: Entro Communications



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# GOVERNORS ISLAND

New York, New York / Design: Pentagram



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# HIGH LINE

New York, New York / Design: Pentagram



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# NEWPORT WAYFINDING

Newport, New Jersey / Design: Two Twelve



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION



# ROSE FITZGERALD KENNEDY GREENWAY

Boston, Massachusetts / Design: Roll Barresi & Associates



PROVIDING SOLUTIONS FOR THE BUILT ENVIRONMENT®

- + PROJECT MANAGEMENT
- + ENGINEERING
- + CUSTOM FABRICATION
- + INSTALLATION





# SANTA FE RAILYARD

Santa Fe, New Mexico / Design: Pentagram





# DCL IS YOUR TRUSTED PARTNER

Custom Signage & Wayfinding  
Integrated AV Technology  
Experiential Elements & Spaces  
Architectural Specialties  
Branding & Graphics

---

PROJECT MANAGEMENT / ENGINEERING / CUSTOM FABRICATION / INSTALLATION

---